

What are you saving for in retirement?

The spending hierarchy worksheet...designed for a better retirement income plan



THE CONVERSATION
OF A LIFETIME

Alliance for
Lifetime
Income

For illustrative purposes only

YOUR SPENDING HIERARCHY

3 STEPS TO A BETTER RETIREMENT INCOME PLAN

This worksheet is designed to help you organize your thoughts as you develop your retirement income plan. Consider such vital questions as: How will you spend your money? How will you prioritize your expenses? How will you fund them? When thoughts are organized and written down, you can likely collaborate more productively with your advisor as you work to develop a successful retirement income plan.

STEP 1: SELECT

Circle those expenses from the list you anticipate in your retirement. Our list of 62 ideas is not complete, so also feel free to write in your own.

STEP 2: SORT

Organize everything you circled in step 1 into "needs, wants and wishes" using the pyramid provided.

- List your needs-or your "non-negotiables"- at the bottom of the pyramid.
 - List your wants-or your "comfort money"- in the middle tier.
 - Finally, list your wishes-or your "dream money"- at the top.
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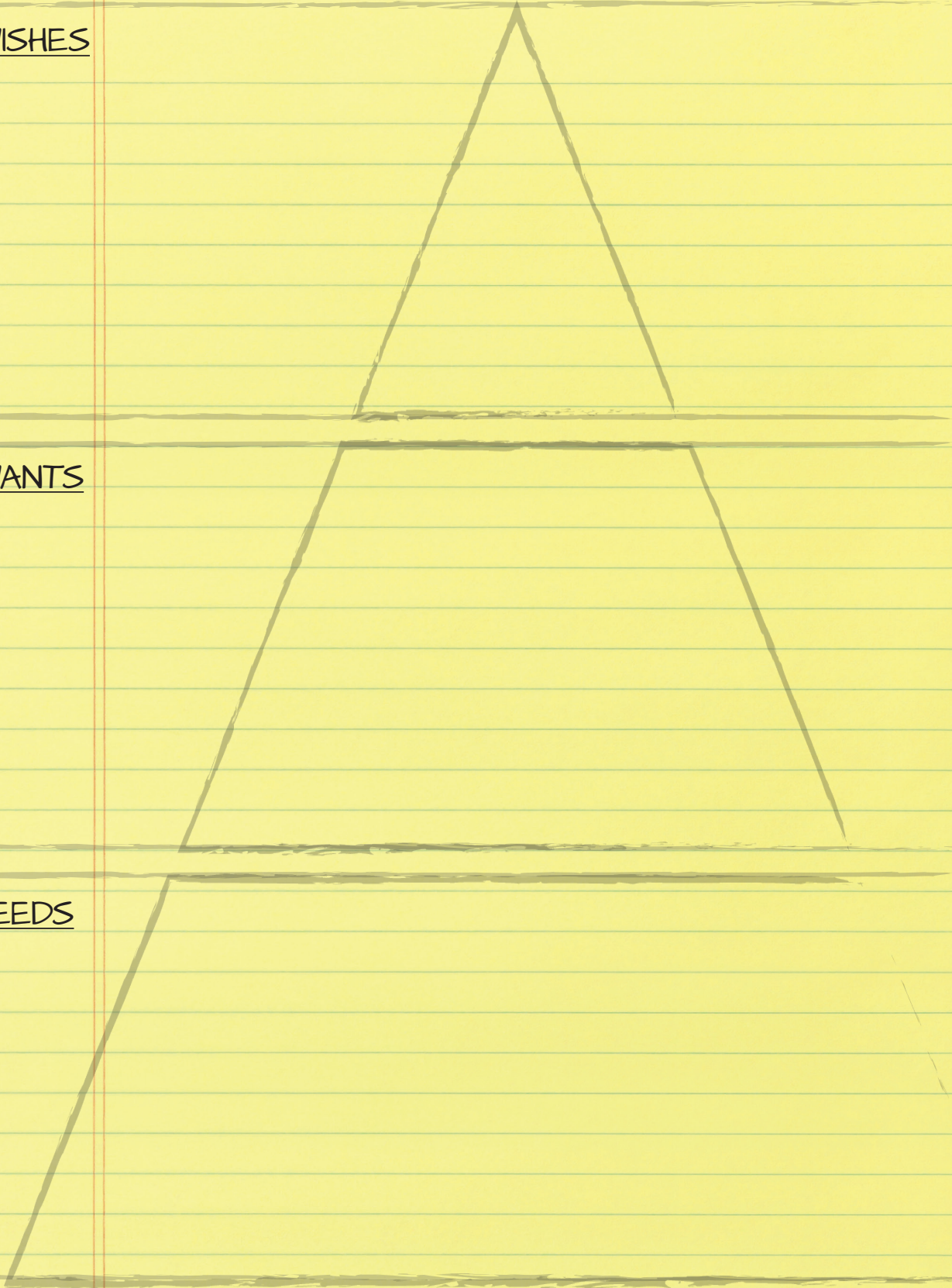
STEP 3: SYNC

Now that you've prioritized your expenses by "needs, wants and wishes," work with your advisor to sync your income sources with your spending hierarchy.

WISHES

WANTS

NEEDS



How today's retirees are spending their money

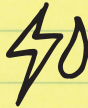
These are some common expenses of retirees. Circle those expenses that you would like to plan for, and do add any expenses not included in the list.

Housing



1. Mortgage
2. Maintenance, repairs and renovations
3. Homeowners' / rental insurance
4. Lawn, home and cleaning services

Utilities



5. Phone
6. Cable
7. Municipal
8. Gas and electric

Food



9. Groceries
10. Eat well, eat out
11. Premium coffees / teas

Health care



12. Health insurance
13. Out-of-pocket medical bills
14. Elective care

Taxes



15. Property
16. Income and capital gains
17. Sales

Transportation



18. Automobiles
19. Insurance
20. Public transportation

Personal



21. Clothing
22. Shoe budget
23. Hair

"What-ifs"



24. Parent care
25. Boomerang children
26. Tax hikes
27. Inflation and cost-of-living increases
28. Uncovered or uninsured losses
29. Lawsuits
30. Medical emergencies

Family



31. Visit children and grand-children, wherever they are
32. Fund (a portion of) the grandkids' education
33. Family vacations
34. Holiday/birthday gifts
35. Pet care
36. Visit long-lost relatives

Memberships, dues and tuitions



37. Country club
38. Fitness center
39. Lessons
40. Leagues
41. Back to school for what interests you

Change



42. Move to a retirement-friendly place
43. Build your dream house
44. Fund the start of a new career / business
45. Build a prototype and invent something

Entertainment



46. Hobbies to fill your days
47. Tickets for shows, sports and theater

Bucket List



48. Take a cruise
49. Tour wilderness
50. Hike the national parks
51. Take an extended vacation
52. Tour America in a motorhome
53. Sporting events, such as the Super Bowl, Olympics, US Open or the World Series
54. Invest in art or collectibles
55. Visit the home where you once lived
56. "Big-ticket" hobby-boat, car, collectible

Charitable giving



57. Making a difference with substantial donations
58. Sponsoring someone in need
59. Fund a trust
60. Establish a foundation
61. Host an exchange student
62. Travel to those who need help with church groups or mission trips



M

- Mortgage

U

- Utilities

G

- Groceries

MUG is a new and simple way of thinking about retirement INCOME planning. How will you know if you've saved enough for retirement, if you don't know what you'll actually need to live the life you want? You'll know, when you see how an annuity can help you cover your MUG.

MUG is about taking that first step by estimating and adding up your essential monthly expenses - things like your mortgage or rent, utilities, groceries or monthly medical costs. Whatever you decide are expenses and costs you must pay for.

Alliance for Lifetime Income

The Alliance for Lifetime Income is a nonprofit 501(c)(6) organization formed and supported by 24 of the nation's leading financial services organizations, nonprofit consumer and industry groups. The alliance is committed to creating awareness and educating Americans about the risk of outliving their savings, so that they can enjoy their retirement lives. The Alliance's nationwide, multi-year educational campaign is designed to inform consumers and their financial advisors about the importance of including protected lifetime income from an annuity into a comprehensive retirement plan.

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